



THE LONG LAKE SHORELINE



MARKET REPORT by Jim Pomeroy, Sales Representative

How to Get the Buyer's Perspective on your Property

When you walk through the front door of your home, you have a very different experience than a buyer would. You see the familiar. You see the memories. You see your *life*. In fact, you might even wonder why anyone would hesitate to fall instantly in love with your home.

Buyers, however, don't have that same perspective.

When they walk through your front door, they see a place they've never been before. To them, it's a stranger's home. They're looking at your property with a critical eye.

They're asking questions like, "Is the living room large enough? Do we like the

feel of the place? Is it move-in ready or do repairs and improvements need to be done? Does it feel spacious or cramped? Neat or cluttered?"

That's why, when preparing your property for sale, it's important to analyze it from a buyer's point-of-view. A good exercise is to pretend you're a buyer and walk through your home, starting at the entranceway. Ask yourself "buyer questions" as you visit each room.

For example, when you see the kitchen, from a buyer's perspective, what do you like about it? What do you *not* like? Do the same with the other rooms and spaces in your

home. Imagine, as the buyer, noticing clutter, needed repairs, poorly lit areas, and rooms that feel small and confining.

Also, of course, notice those features that would likely *impress* a buyer, such as a modern ensuite washroom or new and stylish kitchen appliances.

Once you've done that exercise, you'll have a clearer idea of what you need to do to make your home look its best to buyers.

Remember, the better your property "shows," the more likely it is that an interested buyer will make a good offer.

Want more ideas for winning over more buyers? Call me.

How Long Will it Take to Sell your Home?

A common question sellers ask when listing their home is, "How long will it take to sell?" That's good information to have because it helps you plan, especially if you're also buying a home.

Although some might say that it's like asking, "How long is a ball of string?," there is, in fact, data available that will give you at least a rough estimate of how long you should expect it might take to sell your home.

Start by using the current state of the local market for some insights. If it's a frenzied sellers' market, you might get multiple offers within days. If it's a buyers' market, then it might take longer for your home to sell.

You can look for clues based on recent sales in the area. If, for example, homes similar to yours took an average of 20 days to sell over the past month, that's a good indication of what you can expect for your

listing. That assumes, of course, that your home is priced right and there haven't been any recent major changes in the market.

The good news is, a rough estimate of how long it will take before the For Sale sign changes to Sold can be calculated. Contact me for this information.

Words of Wisdom

"I dream my painting, and then I paint my dream."

Vincent van Gogh

"Only those who risk going too far can possibly find out how far they can go."

T.S. Eliot

Thinking about moving?

Moving may be the farthest thing from your mind. But, if it's something you're considering within the next year, let's talk. I'll answer your questions and determine the kind of new home you qualify for.



Jim Pomeroy, Sales Representative

Here for you, every step of the way.

Call Today
902.943.7588
www.JimPomeroy.ca



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COMMUNITY CORNER

I hope you're enjoying the fall season. If you're like many homeowners in this community, you get asked occasionally to recommend a real estate agent.

For example, you might be chatting with a neighbour who mentions he's thinking of moving and is looking for assistance.

In those cases, I hope you feel comfortable recommending me. If you do, I promise to do the best job I can for your neighbour, as I do for all my clients in this neighbourhood.

Jim Pomeroy

Community Events:

October 17: Nocturne

November 6 - 8: Bluenose Marathon

November 12 - 18: Taco Week

November 14: Agricola Street
Holiday Night Market



Small Business Highlight: Aumbience Yoga & Wellness

Whether you are new to yoga or a seasoned practitioner we host a wide variety of classes, workshops and training at Aumbience Yoga & Wellness to help you build your yoga practice. Our dedicated, compassionate and knowledgeable teachers continually deliver transformative practices rooted in traditional teachings that benefit your modern day life.

Aumbience Yoga is happy to offer **Complimentary Class Pass** - use CODE **WelcomeHome** when booking online at www.AumbienceYoga.com to receive a **free class pass**. One pass per person. Valid until December 31st, 2020.

16 Dentith Rd.
(Rear Parking Lot of Spryfield
Shopping Centre),
Halifax, NS, B3R 2H9

www.AumbienceYoga.com



aumbience
yoga & wellness

Have any upcoming local events in our community and/or would like to have your small business highlighted, give me a call 902.943.7588.

Do You Know What Your House Is Really Worth?

Call today for a complimentary, no obligation Real Estate Check-Up.

Cars get tune-ups, furnaces get maintenance and you see your doctor and dentist at least once a year, but did you know that your real estate investment needs a periodic check-up too?

Your home is probably one of your largest assets. That's why it's important for you to keep up-to-date on market trends in your immediate area.

Don't wait until the last minute – call today and we'll review:

- The current resale value of your house.
- Helpful hints on improving the value of your house.



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